

CHICAGO MAN IS SELECTED FOR SOUTHERN INDUSTRIAL WORK

W. H. Manss Made Vice-President and General Manager of Development Organization.

ANNOUNCED BY WARFIELD

T. M. Carrington, of Richmond, Named as Member of Finance Committee.

Baltimore, Md., March 17.—Announcement was made to-day of the appointment of W. H. Manss, of Chicago, as vice-president and general manager of the Southern Settlement and Development organization. The announcement was made by President S. Davies Warfield, chairman of the committee, authorized to make the appointment.

At the meeting of the executive committee, held in Baltimore March 6, the following committee was appointed to take up the question of the recommendation of an active vice-president and general manager: S. Davies Warfield, chairman, Baltimore, Md.; George H. Campbell, Baltimore, Md.; John J. Cornwell, Romney, W. Va.; W. J. Craig, Wilmington, N. C.; H. A. Haines, Baltimore, Md.; Samuel A. Hughes, St. Louis, Mo.; F. H. La Baume, Roanoke, Va.; Robert F. Maddox, Atlanta, Ga.; M. V. Richards, Washington, D. C.; E. W. Robertson, Columbia, S. C.

This committee, after full consideration of the subject, recommended Mr. Manss and named the following subcommittee to further take up the matter with full power to act on the recommendation: S. Davies Warfield, chairman; W. E. Burnett, president, First National Bank, Spartanburg, S. C.; John J. Cornwell, president, State Board of Trade, Romney, W. Va.; Robert F. Maddox, ex-Mayor of Atlanta and vice-president of the American National Bank, Atlanta, Ga.

W. H. Manss was born in Cincinnati, Ohio, and is about forty-three years of age. He received his early education in the public and high schools of that city, graduating from Wittenberg College, Springfield, Ohio. Later he graduated from Yale University. He was also a student at Oxford, England, and for two and a half years took a course in economics at the University of Berlin.

Mr. Manss has taken an active interest in industrial and agricultural matters. He organized in 1903 the industrial department of the Chicago, Burlington and Quincy Railway system, and spent five years in the development of the work in connection therewith. He was successful in developing the agricultural and mining resources of the territory traversed by that system and located a large number of settlers and industries in conjunction with Professor W. G. Hoden, then agricultural professor of the Iowa State Agricultural College, he originated the now familiar seed and soil special train which has been largely adopted by railroads throughout the United States and Canada. The aim was to bring scientific agricultural information to the farmer, and this was done by converting railroad coaches into class rooms, and taking the professors of the agricultural colleges to lecture to the farmers at stations along the road. He followed this up by interesting the commercial clubs in towns along the Burlington Railroad and establishing farmers' short-term courses such as were held at the agricultural colleges. In this way the farmers near the towns could devote a week to hearing the experts lecture and demonstrate the advantages of scientific farming.

Mr. Manss left the Burlington to accept a prominent position with the Chicago Association of Commerce. He was selected by this association to organize a civil industrial department, which he did to the advantage of the association, and with much credit to himself. During the period in which Mr. Manss had charge of this work he brought about conditions which were recognized as adding materially to the industrial growth of the community. He also organized and perfected what was known as the National Wool Warehouse among the wool growers of the West, and thus assisted the grower to obtain a fair market value for his product and dividends to the stockholders. Chicago as a result of this, is storing and selling 40,000,000 pounds more wool to-day than it did before the wool growers were organized, while the growers are obtaining better prices and the system of marketing has been made scientific.

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He is recognized as a student of agriculture and industrial conditions, and those who know him testify to his ability, his indomitable energy and organizing faculties.

In discussing the selection of Mr. Manss, Mr. Warfield said:

"Mr. Manss did not apply for this position. The committee had before it answers to inquiries made concerning Mr. Manss from many different sources. Those letters were from men in high mercantile positions, members of the Chicago Trade Association, leading merchants, bankers and rail-

road presidents, who know him and had come in contact with him in business matters, and from those who knew his work when he was head of the industrial department of the Chicago, Burlington and Quincy Railroad. Those letters and endorsements, in the judgment of the committee, could not have been stronger in the support of the selection of Mr. Manss as the active vice-president and general manager, to which position he has been appointed."

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President Warfield is ex-officio a member of the above committee.

The members of the finance committee for the States of Arkansas, Louisiana, Oklahoma and Tennessee will be announced later.

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To-day's market started with the impetus of a good bank statement on one hand, and the official announcement of the dissolution of the Union Pacific Southern Pacific syndicate, a disturbing factor, on the other.

The unevenness in the stock market grew as foreign houses appeared as sellers, disposing of some 15,000 shares. The public, however, was not discouraged and again insisted upon the withdrawal from loan of the so-called never industrial, and this movement was the most important influence on the day's prices.

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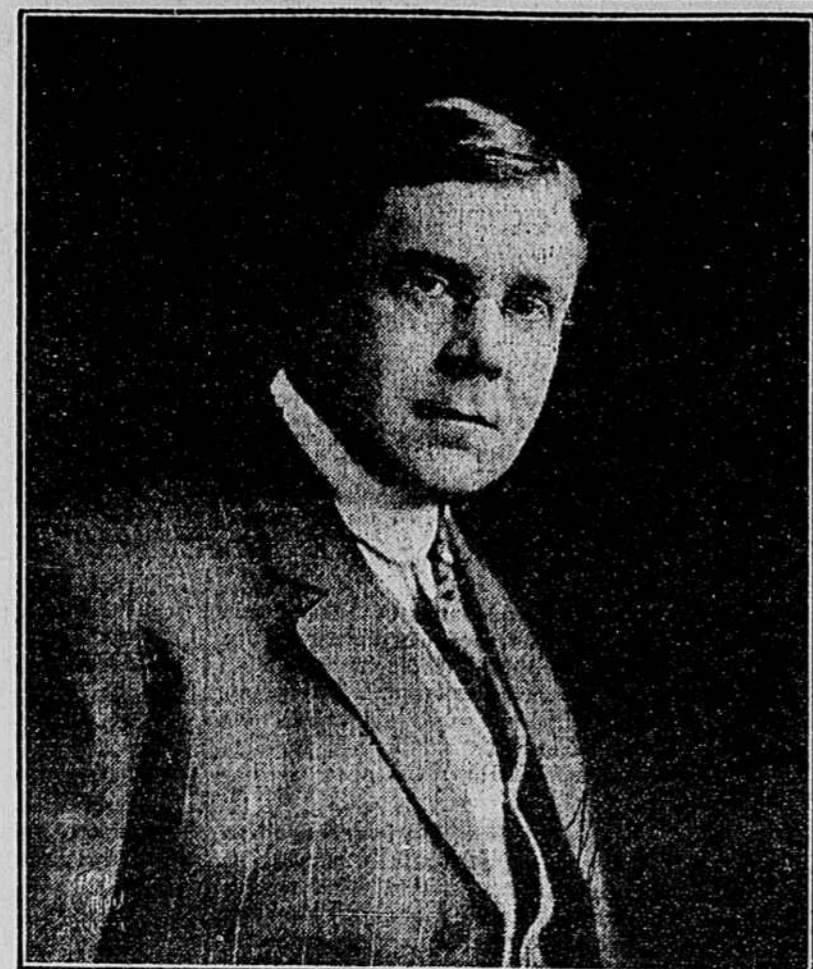
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Last Week of Largest Scheduled Contest of Votes

Little Activity for Prizes in Pony Contest—Candidates in Automobile Contest Should Get Busy

POINTS FOR CANDIDATES

Subscriptions can be taken for delivery by carrier in any town where The Times-Dispatch is delivered by carrier. The present carrier will make the delivery. The Times-Dispatch will charge the carriers only 1-2 cent per copy, instead of the regular wholesale price of 1 cent, for all copies of The Daily Times-Dispatch delivered to subscribers who pay a subscription to a candidate in the contest at the reduced rates.

Subscriptions can be taken now to start at the expiration of a present subscription to The Times-Dispatch or any other paper, provided the subscription is to start before February 24, 1914.

Candidates are not confined to their own districts in securing subscriptions. The division of districts is only for the awarding of the prizes, and does not limit candidates in securing subscriptions.

It is surprising the little work that has been done by the boys and girls in the Pony Contest.

In almost every district there is not a single active candidate among the boys and girls. The names that are entered represent nothing so far as securing subscriptions is concerned. Eight Ponies and outfits are to be given away. You can win one if you enter your name and work.

LARGEST VOTE OFFER ENDS SATURDAY.

The Times-Dispatch's great \$20,000 Subscription Contest has now entered upon the last lap of the big vote offer. At the end of this week the present high rate of votes will be discontinued and you will have to content yourself with something less than 2,000 votes for a yearly subscriber.

HAVE YOU ENTERED YOUR NAME?

Possibly you have failed up to this time to enter your name as a candidate in this big contest. Now, while you can still benefit for a number of days by the most advantageous rate of votes is your time to put away all doubts and delays and get right in and enjoy the fun.

CONTEST ACTIVITY SHOULD NOW BEGIN.

So far the candidates have been busy lining up their friends and planning their campaigns. Which shall it be, a handsome automobile on April 12, or regrets that you did not enter the contest and win one of the eleven automobiles?

When you entered your name as a candidate in The Times-Dispatch's contest it was undoubtedly with the expectation of winning a prize and with the determination of doing such work as would merit a reward.

HAVE YOU STARTED TO WORK?

Are you living up to that determination? Are you pleased with the progress you have made so far? If you can answer "yes" you are doing well and need no advice except a warning to keep up the good work. If, on the other hand, your conscience warns you that you have been negligent and allowed opportunities to slip by, then it is time for you to review the situation sensibly and take a fresh hold.

NOT A MERE PASTIME.

It is not merely a game to be a candidate in a contest of such size as the present. It is a fine opportunity to get, for a very little work, something so desirable that you would under ordinary circumstances be willing to do a great deal of work to gain. Look at it in this light. Think of it as the only way in which you can be the happy owner of a fine automobile on April 12.

At first it may have been a little difficult for you to approach people for a subscription, but each time it becomes easier, until you are sure that you have learned the very best method, and these interviews with possible subscribers, which you dreaded at first, grow to be a mutual pleasure.

The subscriber is pleased to help you and well-pleased to get The Times-Dispatch. You are delighted to secure so many additional votes. You say to yourself, "That is easy—now I'll ask the next man." If you keep this up the prize is secure. In a sense you have already won it.

A FRIENDLY RIVALRY.

There is always a certain friendly rivalry between the different districts. In this contest it has developed between Richmond and the surrounding towns. The city seems to think that by right of its size the first grand prize of the Kline touring car should come to one of its candidates.

On the other hand, the smaller towns think that by right of their hustle and personal interest in their candidates, the biggest prize should go to them. One day the out-of-town districts make the best showing. The next day it may be that the city will leave them a few laps in the rear.

All that it knows is that whoever wins it will have earned it, and that they will have good cause to be very proud of it.

So will their friends who have given them loyal aid and assistance. After all, every vote that a candidate has to his or her credit represents a friend and well-wisher behind it. That's one of the nicest features of the contest.

Your prize becomes a regular "souvenir gift," a combination of the kindly feeling of every friend and acquaintance you have.

Odds and Ends From the Wire

DISCARD DOGS FOR BABIES.

Baltimore Spinners Glad They Changed Their Pets.

Baltimore, March 17.—Two spinners, through the efforts of the new department of the Henry Wadsworth Childs' Aid Society, have discarded their two dogs and have taken two babies as pets.

They expected to raise the dogs, which they had fondled for years, but as soon as they saw the babies they declared that in some mysterious way they felt attached to them. Now they say they could not enjoy the dogs without the babies.

The Russell Sage Foundation is closely watching this and similar experiments being made here.

BURGULARS' RIGHTS UPHELD.

Judge Fines Woman \$200 for Firing at One in Defending Home.